



भारतीय प्रबंध संस्थान कोषिकोड

Indian Institute of Management Kozhikode

Globalizing Indian Thought



Supply Chain Management

January 14 - 17, 2026

Overview:

In today's business environment, an efficient and effective supply chain is a necessity for staying competitive in the market. Nevertheless, supply chain management in India is still in its early stages of deployment. Managing supply chain is a complex job as it includes and affects the entire business activities of an organization and its business partners. Understanding the dynamics and complexity of the supply chain is quite challenging and a prerequisite for any supply chain endeavour. The purpose of this Programme will be to develop an appreciation for the concept of working with business partners and understand the fundamental drivers and challenges of achieving supply chain excellence through integration and coordination. The Programme also aims at systematic understanding of supply chain complexity and sustainability issues. The focus will also be on how to execute an efficient and effective supply chain on a global scale and maximize supply chain profitability.

Content

- Linking supply chain strategy with corporate strategy, Global Supply Chain Design, Supply Chain Performance Measurement.
- The role of Inventory - how much to order - EOQ, safety stock and base stock levels, the mirage called average, trade-off between levels of inventory and service level, effect of replenishment lead time on inventory.
- What drives supply chain profitability? - Demand-supply mismatch, bullwhip effect, forecast accuracy, risk pooling, collaborative forecasting, quick response system.
- Supply Chain Coordination: Centralized and decentralized supply chain, Concept of double marginalization, Supply Contracts, Information Sharing, echelon stock.
- Supply Chain Relationship Management: Importance of relationship management in SC, Supplier relationship management, Prioritizing Purchasing manager's efforts - Purchasing portfolio models, Customer relationship management, Relationship management framework works.
- Supply Chain Risk Management.



Participants Profile

Executives in the materials, planning, manufacturing, marketing, sourcing, third-party logistics provider, supply chain, outsourcing and information technology with a minimum of 3 years of experience.

Pedagogy

The Programme consists of classroom discussions, individual and group exercises, and case studies. The Programme will cover various analytical and innovative tools used for supply chain improvement. Case studies will expose the participant's to logistics and supply chain best practices and learning from the successes and failures.

Programme Fee:

Rs. 80,000 (Residential) |
Rs. 70,000 (Non-Residential)
GST @ 18%



Facilitator:



Prof. Ashutosh Sarkar

Professor, Quantitative Methods and Operations Management

Prof. Ashutosh Sarkar has received his PhD from Indian Institute of Technology Kharagpur and was a Fulbright Visiting Scholar at the Naveen Jindal School of Management, University of Texas at Dallas. He has extensive experience in executive education and management development programmes. His areas of interests include Inventory and Supply Chain Optimization, Application of Stochastic Dynamic Programming in Operations Management Problems, Purchasing and Supply Risk Management. He has received international awards for his research and been cited by the academia extensively. Prof. Sarkar has published in Production and Operations Management (Financial Times list of 50 top management journals), International Journal of Production Economics, Transportation Research: Part E, Journal of Purchasing and Supply Management, Computers & Industrial Engineering etc.

Cancellation Policy:

Joining instructions will be sent to the selected candidates 10 days prior to the start of the programme. Kindly do not make your travel plans unless you receive the confirmation email from IIM Kozhikode. If the programme is cancelled, the participants or the sponsoring organization will have the option to either get the fee paid by them adjusted against any other future management development programme(s) of the Institute or get a refund. IIM Kozhikode will not be liable for any other expenses incurred by the organization or the participant. Also the transaction fee will not be refunded.



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Management Development Programme

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